

Exhibit 14

Carabini Testimony

UNITED STATES
COMMODITY FUTURES TRADING COMMISSION

In re:)
)
Certain person Engaging in)
Unlawful Retail Commodity)
Transactions)
)

SWORN TESTIMONY of LOUIS CARABINI, taken at
444 South Flower Street, Suite 900, Los Angeles,
California, commencing at 9:07 A.M., Tuesday,
March 3, 2015, before Ricki Q. Melton, CSR 9400,
RPR 45429.

1 APPEARANCES OF COUNSEL:

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3 FOR THE COMMODITY FUTURES TRADING
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5 COMMODITY FUTURES TRADING COMMISSION

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22
23 ALSO PRESENT:

24 GREG WALKER

1 calculation, but I can't remember right now how I did
2 it, but -- and I could say this, I could do it again,
3 but to answer how I would do it, I would probably go
4 to the financial instruments that track revenue, and
5 I would believe that we have something in-house that
6 would accumulate that on a monthly basis and because
7 the auditors review that and we -- well, I'm not
8 sure, but we also report in the state of California
9 each year because we're a financed lender.

10 Q So for those reporting purposes, you would
11 track how much interest?

12 A I think so, yes.

13 Q Now a moment ago, I believe that you
14 mentioned some other sources of revenue. Interest
15 was one of them, and in that case, we're talking
16 1 percent. What are the other sources of -- the
17 general buckets of revenue. How would you describe
18 those?

19 A Well, the primary source of revenue is the
20 sale of a product.

21 Q So there's interest is one category; is that
22 accurate?

23 A Yes.

24 Q In terms of the sale of the product, I have
25 also seen service fees.

1 Is that another source of revenue for Monex?

2 A Yes.

3 Q I've also seen commissions.

4 Is that another source of revenue for Monex?

5 A Yes.

6 Q How about a price spread? Is that
7 another --

8 A No.

9 Q -- category of revenue for Monex?

10 A No.

11 Q Why not?

12 A It isn't revenue. To get revenue, it has to
13 be income. Income is from the sale of a product,
14 delivery charges, storage and service charges,
15 interest charges.

16 Q From which general category of revenue then,
17 does Monex make most of its revenue?

18 A Sales.

19 Q Does Monex make more revenue from fully paid
20 transactions or financed Atlas transactions?

21 A I don't know.

22 Q If you wanted to figure it out, how would
23 you do it?

24 A I would go to that 401 again and go from
25 there. Yeah, probably the 401.

1 A Well, during the first six months, there's a
2 declining among the training. During the first
3 month, you would have classroom training and -- and
4 then there's meetings, account representatives,
5 markets generally once a week.

6 Q Who is responsible for the initial training
7 provided to Monex account representatives?

8 A Well, there are several involved in the
9 training of the -- I don't know if his title is
10 training. I can't remember -- I don't recall the
11 title of the person who organizes the meetings --
12 excuse me -- the training, and different people will
13 make presentations to the trainings.

14 Q In one of the declarations that I referred
15 to earlier, you stated:

16 "After training and a phase-in
17 period at the beginning of
18 employment, account representatives
19 are paid exclusively on a
20 commission basis."

21 Is that statement still accurate today?

22 A Say that again? How did I say it there?

23 Q "After training and a phase-in
24 period at the beginning of
25 employment, account representatives

1 are paid exclusively on a
2 commission basis."

3 A I would guess -- that's fairly accurate.
4 They are -- they receive salary plus commission, I
5 think, for the first six or nine months.

6 Q Okay. And so after a certain point --

7 A Yes.

8 Q -- six or nine months, the sale -- the
9 account representatives are paid exclusively on
10 commission?

11 A Yes.

12 Q In the declaration you also say:
13 "Commissions are calculated based
14 on an assigned percentage of a
15 customer's transaction amount
16 called index points."

17 Is that --

18 A Yes.

19 Q -- still accurate today?

20 A Yes.

21 Q Can you describe for us how these index
22 points are calculated?

23 A I think the best source to learn how that --
24 how it works is to go to the Desktop Guide that we
25 sent you. There's a -- there's a page titled "Index

1 A Yes.

2 Q When Monex lends the commodities to the
3 customer, what happens?

4 A They borrow it, and most customers will sell
5 it to MDC.

6 Q So do the metals move anywhere in that
7 transaction?

8 A Most likely not. I don't know what they do
9 at the depository, but title passes from MCC to the
10 borrower and from the borrower to MDC if they sell
11 it. They don't have to sell it. They can take it
12 home.

13 Q How does title pass to commodity somebody is
14 borrowing?

15 A By documentation.

16 Q What documentation gets executed?

17 A Well, there's one called Custodial Report.
18 There's one called -- well, it's a 334. The -- also
19 the Commodity Transfer Notice that's sent by the
20 depository to the customer.

21 Those are the three primary documents.

22 Q So taking just a step back, the customer is
23 borrowing commodities from Monex Credit; right?

24 A Correct.

25 Q Does Monex Credit still own the commodities?

1 A No.

2 Q Why isn't that a sale, then, of commodities
3 to the customer?

4 A Because it isn't.

5 Q What documents get executed transferring
6 title in this borrowing of the metals from Monex to
7 the customer?

8 A Ticket, trade tickets because normally, as I
9 said, the customer in order to meet the requirement
10 of the -- requirements of the collateral of
11 125 percent will sell the commodity to MDC and the
12 proceeds of the sale is deposited in his account as
13 collateral.

14 Q So, again, the customer has borrowed metals
15 from Monex and sold them back to Monex; right?

16 A No. Because here you have to separate the
17 companies.

18 Q Does Monex -- do these Monex companies have
19 consolidated financial statements?

20 A They each have their own. I guess -- well,
21 let me answer, no.

22 Q What happens if the price rises?

23 MR. GOTEINER: Vague and ambiguous.

24 BY MR. METZGER:

25 Q In this commodity loan transaction -- how

1 liquidations was?

2 A I think so.

3 Q Are you able to figure out what percentage
4 of customers have had forced liquidations or forced
5 repurchases?

6 A I think so.

7 Q You would be able to figure out the dollar
8 value of those transactions too; right?

9 A The dollar transaction? You mean what the
10 trade took place at?

11 The trade takes place at a price. That
12 price is on record.

13 Q Sure.

14 You would be able to figure the trading --
15 the initiating trade price, right, and the trade
16 price --

17 A Sure.

18 Q -- at the time of the force?

19 A Yeah, you could.

20 Q You would be able to figure out the profit
21 or loss to the customer too; right?

22 A Yes.

23 Q Have you ever run any studies to figure out
24 how -- what percentage of Monex customers have had
25 forced sales or liquidation or repurchases?

1 (Exhibit 7 was marked for
2 identification by the reporter
3 and is attached hereto.)

4 BY MR. METZGER:

5 Q This document we have marked as Exhibit
6 No. 7 is a document produced by Monex with Bates
7 number MNX-CFTC_450991 through 992. It's a two-page
8 document entitled --

9 A I'm sorry.

10 Q -- "Position Report Analysis," and it's
11 double-sided. It's copied on both pages.

12 A Where is the number you were just -- oh,
13 here it is. I'm sorry.

14 Yes, got it.

15 Q Okay. Do you recognize this document?

16 A I'm not sure if I saw this before. I would
17 think I know what it is, but I don't know if I saw it
18 before.

19 Q Do you know what a Position Report is?

20 A Yes.

21 Q What is a Position Report?

22 A It's a report about the customer's position.

23 Q Okay. On this document, which is entitled
24 "Position Report Analysis," it appears to be a
25 description of the various fields that appear in the

1 position reports generated by Monex; is that
2 accurate?

3 A Yes.

4 Q So among other things, the Position Report
5 will contain the customer's account number; right?

6 A Yes.

7 Q I see one for company code it says, "H
8 equals Atlas company."

9 Do you see that?

10 A Well, it's not correct.

11 Q What should it be?

12 A H is Monex Deposit Company.

13 Q Does the H reflect whether the customer has
14 an Atlas account?

15 A No.

16 Q What --

17 A I don't think so. H is generally the
18 company. I don't think that's correct.

19 Q What other company besides Monex would
20 appear there?

21 A Monaco.

22 Q So these same position reports are generated
23 for both Monex and Monaco?

24 A Well, no, the code, the company code that's
25 used for Monaco is different than that used for Monex

1 Deposit Company. I can't remember what it is.

2 Q So are the position reports generated for
3 both Monex and Monaco?

4 A I don't know.

5 Q They are differently generated for Monex?

6 A Yes.

7 Q You are not sure whether they are generated
8 for Monaco?

9 A That's what I said.

10 Q It has other fields of information. For
11 example, there's a field for gain or loss.

12 Do you see that?

13 A Yes.

14 Q And that would reflect the total unrealized
15 gain or loss for all open positions in the account;
16 is that right?

17 A Yes, that's correct.

18 Q The report would reflect specific trade
19 numbers and the dates of those trades?

20 A Yes.

21 Q Would it also show each individual
22 customer's current equity percentage as of the date
23 of the report?

24 A Yes.

25 Q Would it also reflect the dollar value of

1 the equity in the account?

2 A Yes.

3 Q There's a field for "M-CUSH." Do you see
4 that?

5 A Yes.

6 Q What does that reflect?

7 A If you go to the prior one, that's the
8 difference between the minimum, which would be
9 14 percent, and whatever it is.

10 Q On this particular report, it says:

11 "M-CUSH/F-CUSH dollar equity
12 available before margin calls
13 forced liquidation levels."

14 Do you see that?

15 A Yeah, that's right.

16 Q Is that what it reflects?

17 A Yes.

18 Q There's a field I see for "Update/Term." It
19 says:

20 "Last date there was an update to
21 that position or termination dates
22 for limits, stops."

23 Do you see that? It's at the top.

24 A Yeah, I see it.

25 Q Okay. What does it mean "the last date that

1 A I would have to look at the screen and see
2 and look at the screen with non-Vs and then compare
3 it to the ones with the Vs.

4 On the reports that we have given, it
5 indicates the V products.

6 Q So there would be a field then --

7 A Yes.

8 Q -- it would show up in this commodity code;
9 right?

10 A Yes.

11 Q So you would be able, in the system, sort
12 by --

13 A Yeah.

14 Q -- whether it's a V product or not?

15 A Yes.

16 Q The next column to the right here is
17 "Balance."

18 Do you see that?

19 A Yes.

20 Q What does the balance signify on the
21 Position Report?

22 It looks like there are three line items for
23 this sample transaction.

24 A Account balance. I'm going to have to read
25 in the box here.

1 I guess I can only tell you what it says in
2 the box is cash balance. It's:

3 "Net of all cash deposited to and
4 withdrawn from account and all
5 realized profit and losses."

6 I would have to give that some thought to be
7 able to answer it other than reading it.

8 Q Okay. So in this particular example, it
9 looks to me like the top balance number is the market
10 value of the commodity in the account; right?

11 A It appears to be, yes.

12 Q The line item immediately below would
13 reflect the cash balance which is the net of all cash
14 deposited to and withdrawn from the accounts and all
15 realized profits and losses; right?

16 A Yes.

17 Q And then there's one more line item which is
18 "Account Balance," and it just says, "Sum of the
19 balance column."

20 A Yes.

21 Q There's just a few more columns on this
22 report. One is the -- the one immediately to the
23 right is the "Cost."

24 Do you see that?

25 A Yes.

1 Q Is that the original cost?

2 A Yes.

3 Q And then immediately to the right, there's
4 the "Current Price"; right?

5 A Right.

6 Q Okay. And then the very last column is the
7 "Age/Fee."

8 Do you see that?

9 A Yes.

10 Q I understand the reference to the age,
11 because on this sample, it shows 59 days for this
12 transaction.

13 Do you see that?

14 A Yes.

15 Q I don't understand fee. Do you know what
16 that means --

17 A No.

18 Q -- in this sample?

19 A Let me look above here.

20 No, I don't know what -- I don't know what
21 it means.

22 Q It also reflects immediately below that this
23 XSEQ number.

24 Do you see that?

25 A Yes.

1 MNX-CFTC_517418.

2 Do you recognize this document?

3 A Yes.

4 Q What is this?

5 A "Commodity Title Transfer Notice."

6 Q This is a sample of the "Commodity Title
7 Transfer Notice"; is that right?

8 A Yes.

9 Q This one is -- shows a custodian of
10 Farmers & Merchants Bank of Long Beach.

11 Do you see that?

12 A Yes.

13 Q There's a code number --

14 A Yes.

15 Q -- in the middle of that "Commodity Title
16 Transfer Notice."

17 Do you see that?

18 A Yes.

19 Q First of all, who generates this document?

20 A Monex.

21 Q And these --

22 A Prints it, yes.

23 Q And so these are the document that Monex
24 will print and then transmit to, in this case,
25 Farmers & Merchants Bank of Long Beach to send on to

1 a Monex customer?

2 A Correct.

3 Q These documents are printed daily by Monex?

4 A Yes.

5 Q And sent then to either Farmers and
6 merchants or Delaware depository, the other one --
7 the other depository every day?

8 A If they are -- yeah, the one that's to go
9 out, it would go out daily.

10 Q In the middle of this form, it looks like
11 there are -- there's a code number.

12 Do you see that?

13 A It's a reference number, yes.

14 Q What is the reference number?

15 A Below it identifies the reference number.

16 Q So it can either be 1, 2, or 3; is that
17 right?

18 A Correct.

19 Q And the reference number would correspond to
20 paragraphs 1, 2, or 3 in the standard terms and
21 conditions reflected in this document below the
22 notice?

23 A Yes.

24 Q What, in general, does 1 mean?

25 A What it says. I mean:

POSITION REPORT ANALYSIS

Case: 1:17-cv-06416 Document #: 8-11 Filed: 09/06/17 PageID #: 2514

MNX-CFTC-00450991

CUSTOMER ACCOUNT NUMBER CUSTOMER NAME COMPANY CODE H= ATLAS COMPANY		TRADE NUMBER AND DATE TRANSACTION NUMBER AND DATE FROM TRADE TICKET		UPDATE/TERM LAST DATE THERE WAS AN UPDATE TO THAT POSITION; OR TERMINATION DATES FOR LIMITS, STOPS		COST ORIGINAL COST PER UNIT (INCLUDING COMMISSION)		CURRENT MARKET VALUE PER UNIT (BASED UPON YESTERDAY'S 12 PM PRICE [LONG=BIID; SHORT=ASKED])		AGE/FEE DAYS SINCE TRADE WAS OPENED	
CUSTOMER (H) JOHN & MARY SAMPLE H=N L=A C=J V=Y #=N CA LOSS: 98		TRADE NUMBER DATE /TERM 0424107 08/24/04* 08/27 *EQUITY 9,714 08/26 M-CUSH 3,695		EQ%		UNITS ORIGINAL OR REMAINING UNITS 12=LONG; (-12)=SHORT 12-LMT = LIMIT ORDER 12-STP = STOP ORDER		COMMODITY BALANCE		PRICE COST CURRENT AGE/FEE	
NAME KEY / ACCT. # SAMPLE 1-2345678-0		19.37%		12		GBX CASH BAL 50,258.16 ACCT BAL 9,811.99 40,446.17		4188.18 MV: 50,160		4180 59 DAYS	
H= HEDGE DISCLOSURE RECORDED? (Y=YES, N=NO) L= LOCATION FOR FUNDS (SEE SEND FUNDS) C= VERSION OF CAA IN HOUSE ("J" NOW REQUIRED) V= VERBAL DISCLOSURE RECORDED? (Y=YES, N=NO) #= TAX NUMBER ON RECORD? (Y=YES, N=NO) STATE (CHECK RESTRICTIONS)		EQUITY (MV - ACCT BAL = SEQUITY)		TRANSACTION BALANCE TOTAL ORIGINAL PRICE FOR ALL UNITS (INCLUDING COMMISSION)		CASH BALANCE NET OF ALL CASH DEPOSITED TO AND WITHDRAWN FROM ACCT AND ALL REALIZED PROFITS/LOSSES		MARKET VALUE (MV) TOTAL MARKET VALUE OF ACCOUNT (YESTERDAY'S 12 PM PRICE [LONG=BIID; SHORT=ASKED] x UNITS, TOTALLED FOR ALL POSITIONS)		EXCESS EQUITY ALL AVAILABLE EQUITY ABOVE CURRENT INITIAL REQUIREMENT (SEQUITY - 20MV = XSEQ)	
GAIN/LOSS THE TOTAL UNREALIZED GAIN OR LOSS FOR ALL OPEN POSITIONS IN THE ACCOUNT (BASED ON THE DIFFERENCE BETWEEN THE ORIGINAL TRANSACTION BALANCE AND YESTERDAY'S (PRIOR BUSINESS DAY'S) 12 PM PRICE [LONG=BIID; SHORT=ASKED] X UNITS FOR EACH POSITION)		EQUITY PERCENTAGE (SEQUITY/MV = EQ %)		MCUSH/FCUSH DOLLAR EQUITY AVAILABLE BEFORE MARGIN CALL/FORCED LIQUIDATION LEVELS (MV x .88 - ACCT BAL = MCUSH) (MV x .94 - ACCT BAL = FCUSH)		ACCOUNT BALANCE SUM OF BALANCE COLUMN		ACCOUNT BALANCE SUM OF BALANCE COLUMN		ACCOUNT BALANCE SUM OF BALANCE COLUMN	

EXHIBIT 7
Carabini
3-3-15

NOTE: ALL CALCULATIONS BASED UPON 20% INITIAL EQUITY, 12% EQUITY CALL AND 6% FORCED LIQUIDATION LEVELS.

POSITION REPORT ANALYSIS (Continued)

MONEX

This card may not be reproduced in whole or in part in any form or by any means whatsoever. This card and the information hereon remains the sole property of Monex Deposit Company and Monex Credit Company and must remain on the premises at all times.

SAMPLE	(H) CHARLES SAMPLE	0429203	01/20/93	02/09	4 SB	14,996.48	3749.12	3589
1-2345678-0	H (100) 123-4567 B (100) 123-7890	EQUITY:	3,308 ^②	02/09	CASH BAL	3,948.94-	MV:	14,356 ^④
ATF								
L=Y C=Y V=Y #=Y SWA	LOSS 640 ^①	EQ: 23.05% ^③	MCUSH: 1,585 ^⑦	FCUSH: 2447 ^⑧	ACCT BAL	11,047.54 ^⑤	437.26	XSEQ ^⑥

L: LOCATION

C: COMMODITY ACCOUNT AGREEMENT

V: VERBAL DISCLOSURE

#: W-9

1 BREAK-EVEN MINUS 12:00 PM BID X UNITS = LOSS OR GAIN

2 MARKET VALUE MINUS ACCOUNT BALANCE = DOLLAR EQUITY

3 DOLLAR EQUITY DIVIDED BY MARKET VALUE = EQUITY PERCENT

4 12:00 PM BID X UNITS = MARKET VALUE

5 TRANSACTION BALANCE MINUS CASH BALANCE = ACCOUNT BALANCE

6 MARKET VALUE X .80 = A

A MINUS ACCOUNT BALANCE = EXCESS EQUITY

7 MARKET VALUE X .88 = A

A MINUS ACCOUNT BALANCE = MCUSH

8 MARKET VALUE X .94 = A

A MINUS ACCOUNT BALANCE = FCUSH

9 STATE RESTRICTION

Above calculation based upon 20% initial equity, 12% equity call and 6% forced liquidation levels.

TO DETERMINE COLLATERAL CALL AMOUNT:

MARKET VALUE X UNITS = TOTAL MARKET VALUE

TOTAL MARKET VALUE X RESTORATION COLLATERAL % = ACTUAL EQUITY DOLLARS REQUIRED IN THE ACCOUNT

TOTAL MARKET VALUE MINUS ACCOUNT BALANCE = ACTUAL EQUITY DOLLARS IN THE ACCOUNT

ACTUAL DOLLARS REQUIRED IN THE ACCOUNT MINUS ACTUAL EQUITY DOLLARS IN ACCOUNT = COLLATERAL CALL AMOUNT

17b. POSITION REPORT ANALYSIS (Continued) 10/05